

Message Text

UNCLASSIFIED

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44

ACTION NEA-10

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UNCLAS KUWAIT 3156

E.O. 11652: NA
TAGS: BEXP, KU
SUBJ: INTEREST IN DEVELOPEING JOINT VENTURE CRED CARD OPERATION

1. PROMINENT LOCAL BUSINESSMAN HAS ASKED EMBASSY'S ASSISTANCE IN PUTTING HIM IN TOUCH WITH APPROPRIATE OFFICERS AT DINERS CLUB, BANKAMERICARD AND CARTE BLANCHE REGARDING HIS DESIRE TO EXPLORE POSSIBILITIES DEVELOPEING CREDIT CARDS FOR USE IN ARAB WORLD IN COOPERATION WITH AMERICAN COMPANY. FYI BUSINESSMAN APPARENTLY ALREADY HAS SEPERATE PROJECT UNDERWAY WITH AMERICAN EXPRESS. END FYI.

2. BUSINESSMAN IS TALAL ABU GHAZALEH WHO OWNS AND MANAGES LARGEST ACCOUNTING FIRM IN MIDDLE EAST AND WHO AFFILIATED WITH PRICE, WATERHOUSE. ABU GHAZALEH IS ONE OF MOST DYNAMIC AND INNOVATE BUSINESSMEN IN KUWAIT. HIS ADDRESS IS P.O. BOX 22462, SAFAT, KUWAIT, KUWAIT.

3. ACTION REQUESTED: ABU GHAZALEH IS AT EARLY STAGES IN FORMULATING HIS PROPOSAL AND HE PROBABLE WOULD WANT TO GET VIEWS US COMPANIES ON HOW TO PROCEED. HE WILL BE OUT OF KUWAIT ON VACATION OVER NEXT COUPLE OF WEEKS. RECOMMEND, THEREFORE, THAT COMMERCE ALERT THREE US COMPANIES MENTIONED ABOVE OF POSSIBLE BUSINESS OPPORTUNITY AND INFORM EMBASSY OF APPROPRIATE INDIVIDUALS IN EACH COMPANY THAT ABU GHAZALEH CAN CONTACT. EMBASSY WILL PASS INFO ON TO ABU GHAZALEH AND FOLLOW-UP AS NEEDED.
STOLTZFUS

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NNN

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